RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
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August 4, 1997

RJR Account #441643
B. Mattice
STEWARTS

****REVISED: SEPTEMBER WINSTON B2G2F LIGHTERS / PROMOTION #700649**

Dear Bruce:

WINSTON regular product has been ordered (see quantities listed below), as well as **544** skus of B2G2F Lighter Sleeves / Displays (Item #527552) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

7206-0627

(8/8/97 Stewarts changed arrival date of lighters to 8/25/97

UPC Code	WINSTON Brand Style	Case Size	#/ Cases
12300-11112	*Light*	12M	**10**
12300-11906	*Light Box*	6M	**13**
12300-11012	*Full Flavor*	12M	**10**
12300-11212	*Full Flavor Box*	12M	**10**

PO #081197

Product / Premium Arrival:	**August 11, 1997**
Ship Date to Retail:	**Week of: August 25, 1997**
SKU CUBE:	**1.7150**
SKU WT (w/o Product):	**6.6200 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$25,884.71**
Non-EFT $ Amount:	**$N/A**

(Rick Dunne)

8/27/97 Stewarts agreed to accept delivery per DK.

51854 9353

Source: https://www.industrydocuments.ucsf.edu/docs/qyxn0000

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2-free-lighters sleeves. Two packs of Winston product should be placed into the sleeve. Consumer purchases two packs, receives two Winston 'No Bull' Lighters free.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$1,022.00 (36.5 case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: D. Keeney

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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